

Visit to America's New Minister at Lima

(Copyright, 1914, by Frank G. Carpenter.)

LIMA, Peru, April 19.—I have just returned from a call upon our new minister to Peru. His name is Benton McMillin, and his native home is Nashville, Tenn. He has long been a figure in American politics, and for many years he was one of the leading democratic members of Congress. He was an associate of President McKinley, when the latter was still in the house. I remember that when I first met him Tom Reed was still speaker and Roger Q. Mills of Texas and William R. Morrison of Illinois were joined with him as leaders of the opposition. I knew him later when, after about twenty years in the house, he returned to be governor of Tennessee, and I now find him here 700 or 800 miles south of the equator, as active as ever, representing our interests in the republic of Peru.

I called upon Mr. McMillin at the American Legation. He has rented for this purpose one of the finest houses in Lima. It is known as the Quinta Herron, and is situated in Carmen Alto, in a beautiful semi-desert oasis which makes up the city. About it are royal palms a hundred feet high, wide-spreading magnolias and tropical trees that bear beautiful flowers. The building itself is of a brilliant rose color. It covers a great deal of ground, and seems very tall in this town of low structures. In the center of the house is a tower, over the front door of which hangs the United States coat of arms. Entering the house you come into a hall with rooms on each side, about twenty feet high. The building is furnished with Spanish chairs and sofas, that date back to the days of the Inquisition, and with antique rugs from Morocco and Egypt. It is, on the whole, exceedingly comfortable, and Mr. McMillin tells me he is delighted with the social life of Peru. He has his wife and daughter with him, and he has already established the closest relations with the president and the leading men of the country.

Peruvians Are Friendly.
Mr. McMillin tells me that the Peruvians are friendly to the United States. They expect to reap much from the Panama canal, and the president of the republic is planning to spend millions upon a great breakwater to connect the island of San Lorenzo with the port of Callao, and thereby create the finest harbor of the eastern Pacific.

In my talk with the minister we went over the general movements now going on for the increase of American trade. He thinks the commerce between the two countries might be greatly developed, and urges our manufacturers and exporters to send down agents and prospect the field. He says they must have men on the ground, and that they should establish agencies here with Spanish-speaking Americans in charge.

The foreign trade of Peru now amounts to between \$60,000,000 and \$70,000,000 a year, and of this the United States has just a little more than one-fourth. It stands next to Great Britain in the amount of its commerce, and is far ahead of Germany or France. Our exports, however, are much less than our imports. They amounted in 1911 to only about \$4,000,000, whereas those of the United Kingdom were at least \$2,000,000 more. As to the goods bought of Peru, the United Kingdom takes almost one-third of all the exports, and Uncle Sam gets one-fourth. The trade of the United States has been steadily increasing, and with the opening of the canal we shall probably lead.

Americans Heavy Owners.

Just now some of the biggest things in Peru are owned by Americans, and the machinery and supplies imported by them are a traveling commercial museum showing the benefits of American trade. Take the mines of the Cerro de Pasco, the officials of which are spending millions of dollars a year in bringing in and distributing supplies. They have a great warehouse at La Fundacion, on the very top of the Andes, where they carry everything in the shape of mining and smelting machinery, as well as all sorts of supplies for their men. They have a company store at which the natives can get American goods and they are importing all sorts of materials for use in their work.

Take the item of lumber. As I visited the mines I saw near the shaft which is now taking out something like 4,000,000 pounds of copper a month, a great lumber yard, stacked high with Oregon pine, and I was told that it was cheaper to bring the timber over its long ocean voyage and then carry it up the mountain by railroad than to cut it in the eucalyptus which is far away from the railway, but not over 300 miles from the smelter.

Railroad Is Benefit.

Another living example of the benefits of American manufacturers is the Cerro



In the portales of Lima.

de Pasco railroad. This runs on the Amazon slope of the Andes from Oroya, which has an altitude of 12,000 feet, to Cerro de Pasco, seventy-five miles away and 2,000 feet higher. The road is made of American steel and the ties are of Oregon pine. The track is as smooth as that of the New York Central from Buffalo to Albany, and it has comfortable cars of American make. The bridges come from the American Bridge company at Pittsburgh, and its locomotives are Baldwin and Rogers. The engineers and conductors on the road are American, but the road was built by natives under American superintendents and the firemen and all the common employes are Cholos and Indians. I am told that the road paid for itself within the first two years after building and that its traffic steadily grows.

Nearly all the leading railways of Peru were planned by Americans. The famous Central road back of Lima, which I have described, was the creation of Henry C. Meigs of California, and this is so of the Southern railway of Peru and of nearly every line in the country. Since Melgosa's death there have been many extensions. Most of the roads use American rolling stock and are run after American methods. With the exception of the Cerro de Pasco line, they are under the Peruvian corporation, a financial institution with its headquarters in London, but the subordinate officers are largely from the United States. The superintendent and general manager of the Central is J. T. Feehan, an American, who was for a long time one of the chief officials of the Mexican Central, and the Southern railway is under the superintendence of Mr. L. S. Blaisdell, a Texan who also has been connected with railroads in Mexico.

Many Roads in Project.

Peru has now a number of railways in project in which Americans are interested. It has planned several extensions from the tops of the mountains to the Amazon valley, and what is known as the McCune scheme requires only the signature of the president to bring it into existence. This road is to extend from the Cerro de Pasco line to the Ucaquil river, a distance of a little more than 300 miles. I am told that it will cost something like \$11,000,000 to build, and that arrangements have been made for American capital to undertake the work as soon as the concessions have been completed. There is, however, a hitch between the president and Mr. McCune, and just now the president has refused to sign the papers, although they already have been sanctioned by congress.

I understand the president of Peru thinks that the terms given to the American concessionaires are too liberal and that Peru is now too poor to carry them out. According to these terms Mr. McCune is to have 7,500 acres of forest for each kilometer of track and also a grant of 5,000 acres for each vessel of 600 tons that he places on the Amazon and its tributaries.

Another provision is that the subsidy bonds to be issued are to be guaranteed by the receipts from the tobacco monopoly, and that this is to be in the hands of Americans. The government manufactures and sells all the tobacco, and the income therefrom is something like \$1,000,000 per year. As to the value of the railroad, no one doubts but that it would be of enormous good to Peru, but at present there is no indication that the president will let it go through.

Sell American Products.

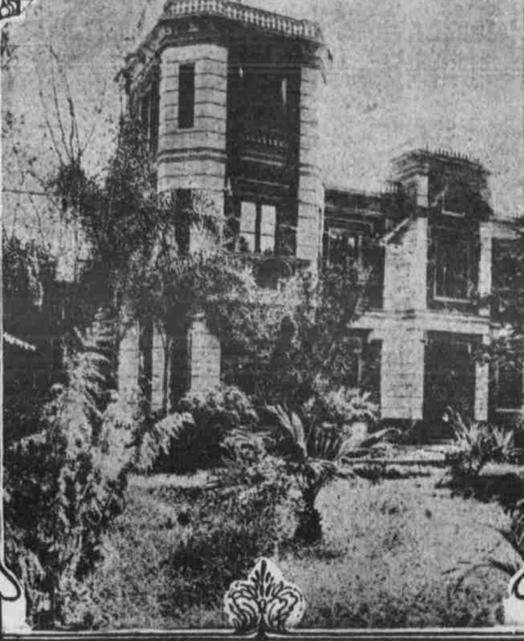
I find American goods for sale here in all the stores. The merchants are mostly English and Germans, with some Peruvians and quite a number of Chinese and Italians. The hardware stores carry American axes, hatchets and other tools of all kinds. Much of the cotton prints come from our country, and there are also American meats sold in cans and a great deal of American machinery. You can buy our shoes at high prices, and American hats are sold in competition with the English and French.

As to woolen goods, the Peruvians have mills not far from Cuzco where they are turning out blankets and underwear, but the most of the other woolsens still come from abroad.

And just here I wish to give credit to an American enterprise in Peru that is doing more for our trade than any other single force. I refer to the West Coast Leader, a weekly paper published in English here in Lima, and to Peru of Today, a magazine, which has the same editor. These English journals are devoted to opening up Peru to English and American capital and to the pushing of American trade. Their editor, John Vavasoor Noel, was for a long time a newspaper man in the United States, and he has held important political and official positions. He speaks and writes Spanish and Italian as fluently as English, and his papers deserve the support of our American firms who wish to get trade in this country.

Good Chance for Banks.

There is a big opening here for a chain of American banks and this may be the outcome of the wedge that J. G. White & Co. of New York have put into Equa-



The American Legation in Lima.

dor. They have taken the contract to clean up Guayaquil at a cost of \$10,000,000, which may lead to their investing in railroads and other public works in that country, with extensions on into Peru. At the present time the chief American firm on the west coast is Messrs. W. R. Grace & Co. It has been operating here for more than a generation, and it now has great houses in London and New York, with branches in Peru, Bolivia and Chile. The business was established by Michael P. and W. R. Grace, and it is said to have resulted in very large profits. It now does all kinds of business from the individual package of goods to the rolling stock for a railroad, and it deals in big contracts involving millions of dollars. The Graces have long run a line of steamers from New York to western South America, and they are now taking over the management of the Peruvian passenger line which belongs to the government, but so far has been run at a loss. The firm has, I understand, a capital of something like \$10,000,000. It is known everywhere for the ability and probity of its officials and members and is an institution of which the United States should be proud.

Opportunity for Hotels.

Another opportunity for American capital down here is in the establishment of a good line of American hotels along the west coast. There should be an American kept hotel at Guayaquil and another at Quito, in Ecuador. There should be a third at Lima, a fourth at Arequipa, and a fifth and sixth at Valparaiso and Santiago de Chile. With the opening of the Panama canal there is bound to be an enormous tourist travel to this part of the world, and at present the hotel accommodations are beyond description abominable. I have been stopping here at one of a half dozen hotels owned by a monopoly which charges from \$5 to \$6 a day gold. My hotel is the Maury. Its rooms are generally filled, and I understand that it is paying enormous dividends. Everything is done in the slowest, most grudging and insanitary way. The rooms are without baths, and the meals are of Spanish cooking such as would not be tolerated in any first-class American hotel. The monopoly knows that there is practically no competition, and if one objects the clerk is liable to say that his house does not care for American customers.

Charges Are Exorbitant.

To show the antiquated methods of these hotels I have just paid my bill. I have been at the Maury for eleven days with myself and stenographer, and the bill as it lies before me is \$122. Of this \$22 consists of extras, and I find that in addition to the regular charges I have been paying 25 cents per dish for two poached eggs every morning and little raffles on every sort of pretense. The meals given me for \$9 or \$10 a day have been delectable, or coffee and bread, upon rising, and almuerzo, a table d'hote lunch or breakfast at noon, and a table d'hote dinner in the evening. I have pieced out the bill of fare by buying butter and jam on the side and bringing it to the table. But I started to write of how the bill was paid, telling him I expected to leave early in the morning and in please have the bill ready. When I came to the office he had done nothing, but he set two bookkeepers to work and they went through three different cash books and ledgers

and figured and figured, making enough calculations to have involved the buying of a railroad. As they figured they made memorandums and when they had completed the head bookkeeper took the sheets to a typewriter and in Spanish, with one finger of one hand clicked off the items. He then took the typewritten copy to an old-fashioned copying press and sponged the leaves until they were dripping with moisture. He copied the bill in the book and handed it to me with my chita. I looked over the latter and found that one of \$9 belonged to some one else. This was deducted. I then knew the sum I was to pay, but it took me a quarter of an hour more before I could get back my change. Altogether, the whole proceeding consumed fifty-four minutes by my watch and that for an account which would have been rendered at the Willard in Washington or the La Salle in Chicago or the Waldorf in New York in the wink of an eye.

Would Be Well Patronized.

There is no reason why a chain of American hotels at good prices would not have a large custom. They would be patronized by foreigners and by Peruvians and the expense of running them would be far less than in our larger cities. There are no markets in the world that are better than those of Peru. We have the fruits here of the tropics and temperate zones and that throughout the

year. I spent yesterday morning in going through the city market. It covers a square, the chief stalls being in a great court roofed with galvanized iron and surrounded by stores. There were grapes, white and red. There were apples as yellow as gold, peaches the color of snow and pomegranates and guavas, chirimoyas and tunas, the fruit of the cactus. There were oranges and lemons and pineapples, bananas and bunches of paltas or alligator pears. The latter cost 5 cents or 10 cents, notwithstanding I had to pay 50 cents for the one I ordered extra at the hotel today for my dinner.

Vegetables Are Wonderful.

And the vegetables. What would you think of string beans as long as your arm, of potatoes as yellow as gold and of yuccas which have flesh like a potato, but consist of roots as big around as a ball club and often two feet in length. I saw roasting ears at nearly every vegetable stand. Some of these were bright yellow and others as black as your boots. I saw grains of hominy of about twice the size of the largest lima beans. They came from a corn grown here which is so mealy you can make flour of it by pounding it with a stone. There were many tomatoes and great heads of cauliflower and cabbage, mushrooms and watermelons and other fruits, the names of which I do not know. A large part of the market is devoted to meats and game. I saw lamb flesh and kid flesh and great cages of guinea pigs, which taste like squash pigeons or tender young squirrels. There were large fish stalls full of corvina and other fine fish from the ocean and some fish which are especially delicious when served raw with the juice of a lemon. The acid seems to have the same effect on the flesh as boiling and it is even better than the raw fish of Japan. There are also many kinds of shellfish, and among others a little clam-like creature called the senorita or little girl. This is a clam whose flesh is as white as snow, but which has also a morsel of the red of the color of the brightest red pepper which forms a part of the fish. It tastes delicious.

Good Fruit Outlook.

In connection with the markets of the west coast I look for a large fruit business to grow up in shipping Peruvian and Chilean fruits to New York and New Orleans as soon as the canal is completed. We are now only ten days from the mouth of the Mississippi river and within two weeks of New York. This distance can be greatly shortened by the canal, and the day will come when eight or nine days will be all that is needed for the fast cold storage steamers to go from the west coast to our principal ports. They can raise here fruits equal to any in California and southern Europe, and that in the midst of our winter, when all fruits bring a high price in the states. Peru has Malaga grapes equal to those of Spain, and something like \$20,000,000 worth of such grapes are now annually raised in the valleys of this desert coast and turned into wine. Such grapes could be shipped to New York and bring 30 to 25 cents a pound. In fact, I have just heard of an Argentine vineyardist who has thousands of acres near the eastern slope of the Andes. He decided to try shipping fruit to New York last winter and sent two or three cold storage cars from there clear across the pampas to the Atlantic ocean. They were taken by one of the Lamport and Holt steamers to New York and were sold out in two or three days. They brought him 25 cents a pound, and notwithstanding this long haul paid very well. Similar fruit can be raised on this west coast, and the day will come when much of our winter fruit and vegetables will be produced here on the Pacific side of the Andes.

FRANK G. CARPENTER.

Minister Praises This Laxative.

Rev. H. Stuenkel, Allison, Ia., praises Dr. King's New Life Pills for constipation, best for liver and bowels. See All druggists.—Advertisement.



This institution is the only one in the central west with separate buildings situated in their own ample grounds, yet entirely distinct, and rendering it possible to classify cases. The one building being fitted for and devoted to the treatment of non-contagious and non-mental diseases, no other being admitted; the other Rest Cottage being designed for and devoted to the exclusive treatment of select mental cases requiring for a time watchful care and special nursing.



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as made by the Luger Furniture Company, is the lower drawer of dresser or chiffonier thus combining two articles of furniture in one, and saving the extra cost of a cedar chest. This feature of Luger "Cedar-Line" Dressers and Chiffoniers is especially appreciated by those living in modern apartments where space is limited.

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The DOCTOR'S ADVICE

By Dr. Lewis Baker

The questions answered below are general in character, the symptoms or diseases are given and the answers should apply to any case of similar nature. Those wishing further advice, free, may address Dr. Lewis Baker, College Hill, College Street, Dayton, Ohio, enclosing self-addressed stamped envelope for reply. Full name and address must be given, but the initials of your name will be used in my answers. The prescriptions can be filled at any well-stocked drug store. Any druggist can order of wholesaler.

Answer: I can give you a remedy that is absolutely harmless and pleasant to take. Make a syrup with one pint of granulated sugar and one-half pint of boiling water, put on the fire and let it come to a boil, then cool and add the contents of a 3-4 oz. bottle of essence mentho-laxene, which you can purchase at any drug store, and you will have a pint of the finest cough syrup on the market today. It is about eight times cheaper than ordinary labeled cough medicines and will last much longer.

"Miss Celia" writes: "I suffer with my stomach and have to live on a very limited diet. Please prescribe something so that I can digest food and overcome this nausea and distress."

Answer: Tablets tripeptin, you will speed most effectively if regularly used for several weeks. They are sold in sealed cartons with full directions.

"Adam J." writes: "A period has arrived in my life where I find my natural strength and nervous system falling and I do not recuperate as of yore. My food and rest seem not to benefit as they should. Am weak, despondent and unable to perform the duties which are assumed earlier in life, while my ambition for work and pleasure is slowly going."

Answer: I think a powerful, harmless tonic and nervine medicine will rejuvenate and restore the functions of digestion, assimilation, and elimination by invigorating the nervous system. Obtain three grain cadomans tablets, packed in sealed tubes and take as per directions accompanying.

Ellen J. asks: "I am only 23 years old and weigh 120 pounds. I am short, fat and uncomfortable. I dislike to go in company, as I feel embarrassed. Can you advise a fat reducing remedy?"

Answer: Anyone who is too fleshy can safely take 3-grain arbolons tablets. They are sold by well-stocked druggists for use. A pound a day, if used regularly, can be taken off.

"Q. R." writes: "Please advise something to cure that will cure chronic constipation. I have suffered for years and have used many kinds of pills, but they do not cure."

Answer: I think most of the illness is caused by chronic constipation. If the following tablets are taken regularly they will gradually effect a cure as they stimulate the liver and bowels into healthy action. They are packed in sealed tubes and are called three grain sulphur tablets (not sulphur tablets) with full directions for taking. They will also purify the blood and tone up the entire system. If you are dyspeptic, take tablets tripeptin. These two medicines you will find in any up-to-date drug store.—Advertisement.

"Clara" writes: "I have had a cough for about a year and fear I shall never be rid of it, as it gets worse with every fresh cold I contract. Could you give me a remedy?"

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22 East Fifth St., Carthage, Ohio.—"I had been troubled for a few years with pimples which completely covered my face and neck. They would fester and this would cause me to pick at them. When ripe they were almost the size of a boil and had something the appearance of one; they were always red and irritating. They itched and burned and made me very uncomfortable. Often they waked me during the night. I applied face creams but with no result. Then I saw Cuticura Soap and Ointment advertised. Two boxes of Cuticura Soap and Ointment cured my face." (Signed) Miss Mabel Locke, Oct. 14, 1913.

ECZEMA ON CHILD'S FACE

R. F. D. No. 2, Box 31, Peck, Kansas.—"My little girl had eczema from the time she was born. She had it on her face. When it would first come it would look like heat and then get scabby. It was in great sores on her cheeks. She used to be cross because I think it itched. It would break out about every three weeks and stay about a week. I used one half of a cake of Cuticura Soap and two boxes of Cuticura Ointment and by the time she was a year old it was all gone and she has never been bothered with it since." (Signed) Mrs. E. Simpson, Oct. 16, '13.

Cuticura Soap (25c.) and Cuticura Ointment (50c.) are sold by druggists and everywhere. Liberal samples of each mailed free, with 32-p. Skin Book. Address postcard "Cuticura, Dept. T, Boston."

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